GETTING READY TO RACE.

Summer Meetings.

DEATH OF WALTER E. BAKER.

Walter E. Baker, the young man who was taken to the U. B. A. home Friday

Testing a New Pump.

Prof. Cooley and his assistants are at work testing the new pumps at the city station. The test began at 3 o'clock yesterday and will and at 3 o'clock to-

yesterday and will end at 3 o'clock to-day. At the rate the pump worked yester-day 10,000,000 gallons will be forced into the city mains in twenty-four hours. As the consumption is only about 8,000,000 gallons, there was considerable overflow. Superintendent Van Amberg opened a large valve and allowed the surplus to flow back into the river.

HOTEL GOSSIP.

The approach of the holidays is becoming significant about the hotels. Travelers are not so numerous, and seem to have made their calculations to get home in ample time for the joyous period. In The Morton the Messra. Pantlind are looking forward to the January rush of furniture buyers. The popular hotel will be in trim shape to receive them.

Monron-J. D. Hanson, Hart; N. D. Carpenter, Detroit; E. Meekiy, Kalamaroo; H. I. Klocksheimer, Lansing; J. P. Ogseil, Holland: John Oxnaid, De-

New Levinoscon—R. W. Hayes, Muir; H. F. Harbuck, Spring Lake; John A. Hoffman, Kalamasos; E. R. Ward, De-troit; M. L. Stone, Saginaw; A. M. John-son, Sparta; H. O. Wing, Jackson.

Easts-J. H. Colby, Muskegon; H. E. James, Detroit; C. H. Smith, Paris; O. E. Roberts, Sparts; J. E. Hall, Detroit,

KENT-C. T. Cadwell, Stanton; John Keily, Lowell: John N. Foster, Lucing-ton; F. F. Hedden, Sol Goldman, Traverse City; F. W. Sautter, Fort Wayne; John Grant, Carson City.

Burnes STREET HOUSE-J. C. Noble.

Birther Street House J. C. Noble, Beiding; F. H. Gill, Alaska; C. C. Lillin, Cooperstille; James Hill, Alpine; Charles Howley, Berlin; Charked L. Waters, Spring Lake; H. W. Bertt, Dutton; James Malcon, Tallmodge: D. F. Cullins, Sand Lake; J. Parmeter, Berlin.

Her Name Brites Her.

receive them.

United Press.

NO. 15 PRABL STREET.

TELEPHONES:

NEW YORK OFFICES 

WEATHER BULLETIN

Wassington, Dec. 8.—For lower likehigan: Rain or snow; clearing Sunday afternoon, winds becoming north-west, cold wave.

### WORLD AGAIN STARTLED.

Again the world is startled by the fact that a bomb has be a exploded in a public pixes in Paris. This time, the chamber of deputies was the acone of the outrage, and another illustration is given of the utter apossibility of guarding against the work of those who seek tical ends by means of amassination. The police of Yaris are unremittingly at work meking to root out all anarchistic societies and arresting the members or striving them beyond the borders of France, yet outrages continue and seem likely to continue. In this age when the manufacture of deadly explosives is so simple a matter and the ingredients such as can be easily secured, societies are not necessary to carry out the crusade of dynamite against organized government. An individual can do all the preliminary work and bring to its terrible conclusion an outrage which but for the discoveries of science in the realms of explosives, would require aid from many. In view of this condition of affuirs the nations which have encouraged such investigations, as has notably been the case in France, seem to be experiencing the sensation of being "hoist with their own petard." This intest outrage will cause a sensation of terror throughout Europe. No nation there is free from the elements from which such outre spring and the activity of the police of the en-tire continent will now be devoted to another raid on the terrorists. Whether success shall crown their efforts the future only can toll.

NO USE FOR RECIPROCITY.

The fact that Secretary Gresham, in his annual report, asked for no approintion to sustain the Bureau of Amercan Republics is quite severely criticised by every one who is inspired by the true American patriotism. The bureminete information, among our proponstitute our sister American republies. Two or tures of the less wealthy their financial support, simply announc ing monetary stringency as the cause. They make no complaint or criticism regarding its management. The wealthher republics have not withdrawn their support and continue well disposed towards the bureau, hence the criticism upon the fact that our secretary of state should be the first to show unfriendlineen. Gresann's action is evidently intended to be in line with the spirit of the Wilson bill, which proposes to abalish all reciprocity between the United States and the other republics of the western continent. It is believed that the secretary of state is inspired more by a desire to undo everything done by the Harrison administration that it is possible to undo, rather than by a purname to further the best interests of the sopple of the country.

MISPLACED KINDNESS. "Bear ye one another's bordens;" and Much man shall bear his own burden." to each Scriptural statements. They seem to contradict each other sharply, but probably do not so when properly understood. Experience has taught us that each man must bear his own burden, and most men do carry about all the burdens they can well bear. The men who seem to have the least care are often the most heavily burdened, as they have serrows or trials known only to themselves and a few close friends. We also find by many trying experiences that we are often called upon to bear the burdens of others. How to take on this added lead without injury to ourselves, and our fellows, is one of the varing problems the tender hearted man bas to solve. For illustration, an acqualitation using for a loan of a small want money. You may have it, but you do not know how som you may need it for your even purposes. Possibly the loan, if ratio, proves one he cannot pay. Then, behold, you have made him your enemy, for it is a peculise law of human cature that we are senest sure to have the man we have injured. You suffer the loss of your money and your friend. There remains slee a certain irritation that rankles in s man's heart, a sense of injury, and what is worse, a certain despair which arises from the conviction that this act of pure kindness has brought forth very peer fruit. The man you befriended has been democratical, and he, himself, has lost fuith in human nature, a loss which can never be fully reatored. Nearly every mon can enterly recall instances where he made a life-time enemy by duting an act of kindness. He perhaps weakened the seem of sait desendence in his failur, or snovariged lim to metters a mentions, as he frend it resist to beg then to work. In many ways it is possible to turn a seeming good into a curse in this way. The pulice found in so many business

"We refer all applicants for aid to the Charity Organization Society"-fore seen consewhat heartfam, and per haps cultivates the tendency too com mon among on to have our charity and religion done by proxy, and yet, after all, this is the wiscet thing that can be done. How to help our follows and yet not injure them at the same time is one of the most important, yet most diffi-cuit, problems of the hour.

ACTIVITY STIMULATES.

"Improvements breed a spirit of on-

terprise which becomes contagious," said one of our prominent business men. And so they do. When work begins in any city, when dirt and chips be in to fly, whos bricks and mortar and ember are scattered about, when heavy coils of smake roll heavenward from the chimneys of factories, when the wheels begin to furn and the machinery to hum, then every one begins to Shink about making improvements and invest-ments, and the very air becomes laden with the spirit of enterprise. In such times, a man who has any pride, or any public spirit is ashamed to hang back. One stimulates the other and things One stimulated the other and things move along at a lively pace. The municipality should set the pace in the right spirit and in a judicious direction. Building of sewers and grading of streets and sidewalks would not stop until thousands of dollars were invested in private improvements. Mun who are now kept in idleness would earn their honest, independent, living. honest, independent living. Let us wake up and try it. There are hundreds of men in Grand Rapids who want work and whose families are actually suffering because they are idle. It is not too late. Let the work begin now, otherwise let us have the matter well sidered and be ready to commence early in the spring. When work is offered to people and they are not willing to labor, such are not entitled to support from our generous citizens. He that is offered work and will not work, let him be known as unworthy of ussist?

WILLIS STILL WAITING.

Minister Willis is not ready to carry out his instructions. He has found a state of affairs very different from that described by Mr. Blount. He has found that the provisional government is a government of the people and by the people. The best interests of the islands are better subserved than they well could be, by the administration of a dissolute and incompetent queen. Exput back on the throne, unless Uncle Sam will agree to stand by and see that the people do not knock her off her seat. President Dole has the hearty and efficient co-operation of the civilized portion of the population and his administration does not propose to abdicate for the saking. Hostile monstrations will be necessary and even then surrender cannot be expected to come without bloodshed. All of which must be very embarrassing to the powers at Washington. Suppose that the United States marines did take some part in deposing the queen. It was done without bloodshed, which fact stion that it was a do, and right, morally, that it should be done. But how will it be now that a popular government has been estab-lished and there is no one who seeks to overthrow it but President Cleveland and secretary Gresham? If blood is shed, it will be a crime for which some one must answer to God and humanity. if not to the law of earth. With Cleveland and Gresham must rest the responsibility, for there is no sentiment among the people to support them. The government of the United States was never before placed by any administration in such a shameful and diagraceful plight as now confronts it in this Hawaiian matter.

HOSPITALS fill a very important place in any city, and it is but right that the public should aid in their support. The expense attending the management of such an institution is very great, and if much charitable work is done by it, provision must be made to pay the running expenses. Today in the churches of Grand Rapids collections will be taken for the benefit of the various homes and hospitals of the city and generous donations should be made.

Tan spirit which impelled Governor McKinley to declare that he would have no expensive parade or costly demonstration at his inauguration is comspendable. This simplicity and timely appreciation of the burden the people are now called upon to bear will please every one. It is not of the boasting Jeffersonian sort, but is simplicity of a practical kind, which the taxpayers will most heartily appland.

Juporns by the reports in the papers, of the betting in connection with the recent collegiate foot bull games, gambling must be rife among the students. The moral danger arising therefrom should surely receive the attention of the faculties .- The Living Church.

Tomounow the minister's conference will hold another session and if the brethren who have been criticising each other in the matter of the Mills meet. ings are all present, the meeting will probably resemble those of the lady managers of the world's fair.

Tox administration's agent in Hawaii menus to fear to follow his boss' orders and blow down the mussle of public sentiment. He has an idea that it is louded and that he may have to carry his head in a handage for some time as

Junea Cour of Boston has decided that a man's face is his personal peoperty and cannot be counterfaited with out his permission. This will be a sail him to the meat-as artists who how out curiculures for papers.

### IT COSTS NO MORE

To Have Good Advertisements Than It Does Poor Ones.

VALUE OF GOOD ADVERTISING

Is Pre-Eminent, Holiday Annous ments Should He Brief, Newspapers the Only Medium.

Tue man who cannot utilize advertis

The man who cannot utilize advertising in his business has no business to be in business, and generally isn't.

When six hundred thousand successful wholesale and retail business men have advertised, do advertise, and intend to sivertise. I will not talk to the man who doesn't believe in advertising, and who is stagnating in his own folly, attempting to believe that he is the exception which proves the rule. Supposing he is, what man of sense dares follow the rule of exception, when immutable ing he is, what man of sense dares follow the rule of exception, when immutable law of success demands necessary pub-licity? Make up statistics for yourself. How many successful men in your town or city do business without advertising? Will you be with the successful major-ity, or in the risky minority?

ity, or in the risky minority?

Does advertising pay?

Read the answer in the success of the six hundred thousand business men who know that advertising pays.

There is, annually, expended in America one hundred and fifty million dollars in advertising of all classes, the bulk of this money going into regular periodicals, and daily and weekly newspapers. The proven value of advertising in magazines and other national publications, has no place here, for we are discussing local advertising for local business men, who obtain the bulk of their business from the city in which they do business from the city in which they do business, and from within a radius of not exceeding one hundred miles, the great proportion coming from not ex-ceeding ten miles.

Better Times Will Come

Business has suffered from business depression, but no business depression, but no business depression ever existed beyond its epidemic limit, and every depression has been followed by better times, all the more brisk from their contrast with preceding months.

The most successful business men prove, by liberal expenditure, that there never have been times so dull that extra advertising did not pay. The foolish business man cuts his publicity appropriation when business appears to be poor, and allows his neighbor in business to cut into his old customers and keep new ones away from him.

One has only to judge folks by himself to be convinced that few people buyanything, beyond perishable necessities, without due consideration. A woman seldom buys a hat, a cloak, or any other article for her own use or for her children, until the matter has been thoroughly reflected upon and the market investigated.

While men are quicker buyers, most

investigated.

While mea are quicker buyers, most of them thick before they buy, and as the majority of men, so far as buying is concerned, are under the direct domination of wife, mother, sister, or some other woman, I cannot be far out of the way in saying that most goods are purchased with two or three weeks' consideration.

As early as the middle of November, and certainly by the first of December, people begin to consider what they will buy for holiday gifts. If the times have been hard, or are hard, they will buy almost as much, but they will buy necessities and fewer fancy luxuries, when if times are particularly goood, they will buy feelish luxuries instead of so many necessities. The times regulate the class of their buying.

Pleasures in Buying.

Ninety per cent of the people don't know what they want to buy. They have bought Christmas presents before, and they don't want to buy the same things again, even for different people, because there is more pleasure in buying something new. Opportunity is offered to the business man to not only sell Christmas presents, but to advise the buyer in buying. His large advertisements should begin in November and be of an educational sort, bright, breezy and brief, telling people not only what he has to sell, but in a non-egotistical way advising what to buy.

The majority of people are like sheep. They can be led by real or presumed argument. Many a woman who intends to give a poor relative an oil stove can be made to buy a first-class cooking range. Many a father thinking of presenting his son with a bicycle or sled can be made, with proper advertisements, to purchase a good bicycle or sled, which is cheaper in the end and more satisfactory all around.

The woman or man who has put aside

The woman or man who has put aside \$300, or any other sum for Christmas presents, can be made to spend more money if he or she can become convinced that by adding a little more better and more acceptable.

vinced that by adding a little more money better and more acceptable things can be purchased.

The Christmas card flend, who is swindling his conscience in the purchase of Christmas cards instead of giving something of intrinsic value, can be educated out of his idiocy, and be made to buy wisely. It is the business man's place to so suggest to him that he will buy something sensible, and in which there is comfortable profit.

The Buying Months.

November and December are the great buying months of the year, and the majority of merchants can afford to at least double their advertising space during these months, returning after the holidays to their usual space, but he who stops his advertising after the helidays leave a very large personage of the days loses a very large percentage of the extra profit to be made by holiday ad-vertising, for thousands of people buy after Christmas, and may forget the holiday advertiser if his advertisement is

withdrawn after Christman.
The liberal before holiday advertises can do the bulk of the local business. He can, if he be shrewd enough, and without dishonoring himself, so present his regular warm that they will appear drammi in holiday attire. He must make everything in his store attractive. He must have more light, more counters, more everything, for the convenience of his customers, and he must add as much proportionately to his salvertising expense as he does to any other legitimate expense coming with increasing business.

ing business. If the times he particularly dull in If the times he particularly dull in town, it is partly your fault. You can make them lively. If the advertisers in the city are slow unlikeral, the heat opportunity is offered the enterprising corollant to take business away from them. Where all the merchants are progressive, then competition helps train When few morphosis are pergressive, then identify advertising is all the more necessary.

The holiday advertisement should not

directory of distinct holiday attractions, repeately presental.

Holiday advertising must be brief. The papers are likely to be crowded with advertising, and the brief advertisment gains the readers' attention. Daniel H. Waters Hewed and Carved His Fortune

BY HIS OWN ENERGY AND PLUCK

arting in a Small Way, He Doveloped Larger Susiness-Ho Earl Foresaw Weslih in Pino Lands.

the papers are likely to be crowded with advertising, and the brief advertisement gains the readers' attention.

Should Be Attractive an apparently unattractive article appears if well dusted in the store and well advertised in the sesspapers. The original advertiser will convince people who are not regular holiday buyers that they had better buy necessities during the holidays; that if a man is going to give his wife a dress, because she needs it, it casts no more to give it to her as a Christmas present than it does to buy it for her by and by. Shoes, stockings, shirts and everything children wear can be given them as Christmas presents, with or without dusting the holiday goods.

Everything, from a rubber hose spipe to a grand pisno, can be made to be a holiday gift and the advertiser who understands how to bill his goods will gain not only greater sales from his regular customers, but will bring people into his store who never before thought of entering it. He will be surprised to find himself selling goods of all seasons when the majority of business men calculate to sell only seasonable goods.

I don't own any newspaper, or any other publication. I have no interest in periodical publishing, but I know from my own experience, and from the experience of hundreds of successful business men, that the daily newspaper is the only indisponsable medium for the advertising of local goods in the holiday season, or out of it, and that other methods, like circulars, dodgers, posters and everything size, are more or less desultory, and are valuable, if valuable at all, when used in conjunction with the first-class, well-written, and well-displayed advertisement in the newspaper of character and circulation.

NATH'L C, Fowlits, JR.,

Doctor of Publicity.

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characteristic and distinguishable. Remarkable success in business has not changed him, and his most affable moments are those which are passed with the older residents whom he has known since young manhead.

Mr. Waters is every inch a self-made man. His career to affluence, he carved and hewed by his own parseverants and energy. He has been a resident of the city thirty years or mure. Before coming to Grand Rapids he lingared for a while at Kellogville, a village located a few miles south of here. A place which is almost obsolite, but at the time of Mr. Waters sojourn there it had ambitions to surpass Grand Rapids. In Kellogville Mr. Waters engaged in building. He erected several dwellings there and when he had finished his work he had netted over \$1,200.

Bought and field Provisions.

when he had finished his work he had netted yer \$1,200.

Bought and Sold Provisions.

He then, came to Grand Rapids to prospect. He finally launched into the packing and provision business. This was during the war and his venture prospered much beyond his expectations. When he disposed of this business he was desirous of entering into a water channel of commercial thrift and so he cast his fortune with the Michigan Barrel company which was established very nearly twenty years ago. No institution in Grand Rapids thrived as it did this one and the guardian star fortune seemed to reign över it from the very start. The plant was enlarged with the increasing business. Mr. Waters, who became the president of the company, gave it his constant and most assiduous attention. To his energy, tact and good judgment the lucky stockholders can be grateful for receiving the largest dividends ever paid upon an investment in this city. The Barrel company commonly paid dividends ranging from 15 to 20 per cent and one year the rate of division was 37 per cent. Mrs. Waters had invented many barrels and so large was the demand for the stock that it was almost impossible to keep apace with orders.

During his consmetter with the Desired Large was the demand for the stock that it was almost impossible to keep apace with orders.

Summer Meetings.

The Horsemen's association met in Don J. Leather's office last night to make further arrangements for the meeting to be held July 3, 4 and 5 and for the great August meeting. The following classes were for the July meeting, the purse being \$200 in each, fixed: A 2:40 trotting race and a 2-year-old 3 minute trot, a 2:37 trotting race, a 2:35 pacing race and a 2:23 pacing race. To these will be added four events. The admission to the July races was fixed at 25 cents and the grand stand will be free, except for the arm chairs, which will be 50 cents each. Some changes were made in the arrangements for the August meeting. A 2-year-old free-for-all, purse \$700, will take the place of the yearling trot, a 2-year-old free-for-all pace will take the place of the 2-year-old 3:00 minute trot and a 2-year-old 2:40 trot has been arranged. The time for the August meeting has been changed to begin August 13 instead of August 6. Maurice Shanahan, W. E. White and Winfield McLean were appointed a committee to ask the common council to allow speeding on North Front street between Bridge and Leonard streets between Bridge and Leonard streets between I and 5 o'clock p. m. during December, January and February. During his conspection with the Basrell company Mr. Waters was frugal and
sparing of his means, but with great
foresight kept investing in other directions. His chief investment was in pine.
He was quick to believe that the supply
of pine would diminish from year to
year and with the growing scarcity
there would be a steady and certain
rise in the price. Gradually he accumulated tracts and sections. His purchases were as choice as any in Michigan. To tell the result of Mr. Waters'
venture in the great piseries is but to venture in the great pineries is but to repeat the history of hundreds of men repeat the history of hundreds of men in this state, who are sometimes styled pine land harons. Of course Mr. Waters unloaded, and he did so with an enormous fortune as the result. He has been disposing of his possessions for many years past. One of the largest deals he has made was effected this fall, and the sum received would make a good sized fortune. This is but one of many transactions. For the past dozen or more years he has devoted his time to the care and investment of the wealth he has made. Remarkable in connection with his history is the fact that he has never been obliged to seek accommodations from banks or friends. To good judgment, hard work and unrelenting tenacity Daniel H. Waters owes his success. It is all his own, and he has earned it honorably and squarely.

Benevolence a Characteristic.

The giving of previsions had clothing

was taken to the U. B. A. home Friday afternoon because he was deranged, died yesterday morning at 6 o'clock very suddenly and unexpectedly. When taken to the home he meemed to become easier, and it was thought that he might recover without being sent to Kalamazoo. He began sinking at an early hour and died at 6 o'clock. He was a paper-hanger and painter by trade, and was highly respected by all who knew him. He was a member of Imperial lodge, No. \$27, Oddfellows, and was highly respected. His death falls with unusual weight upon his parenta as his brother, Arthur M., became insune a month ago and was sent to the asylum.

Young Baker's death was so unexpected that it was decided to hold a post mortem examination by Dr. Pressy, the attending physician. He found an abcess formed in each kidney and the brain congested. It was thought the condition of the kidneys caused the congestion in the brain. The condition of the brain caused his insanity and was the immediate cause of his death. Imperial lodge will hold a meeting at 3 o'clock today to take action on Mr. Baker's death.

Benevolence a Characteristic.

The giving of previsions and clothing to the Provident society representing an outlay of \$5,000 or more is not the first instance of his generosity toward the deserving needy. Mr. Waters has always been a regular contributor in such directions. But he has done so without ostentation. He has insisted on the application of "let not thy left hand knoweth what thy right hand doeth" in his beneficence. Hundreds of those who are unfortunate and out of employment during the winter of the panic of "33 will ever remember his grandousness. who are unfortunate and out of employ-ment during the winter of the panic of '33 will ever remember his graciousness and perpetuate his name; and it will endure longer and with more spirit through the gratitude of the beneficiar-ies and their children than a testimonial of burnished brass or polished marble.

STATE PRESS BENTIMENT. STATE PRESS SENTIMENT.

If any man in the United States is laughing in his sleepe over the predicament in which the president finds himself in connection with the Hawaiian affair, that man is David Bennett Hill. He has been furnished an unexpected but a much appreciated opportunity for administering a severe prod to his illustrious enemy whenever he feels so disposed.—Bay City Tribune.

Stop crying hard times. Times are good. Get a move on and quit creaking. The banks are full of money, begging of customers to take it. Crops have been first-class, the country is healthy. Stop 'chewing the rag" and do business. This country was never in better condi-

Stop 'chewing the rag" and do business. This country was never in better condition than at the present time. Everybody do business.—Kalamazoo Gazetta.

Three thousand homes in Detroit are now on the poor commission's list and more are being added every day. And the democrat administration and congress propose to increase the widespread destitution by passing the Wilson bill to paralyse American industries.—Saginas Courier Herakl.

The precident's message fails to call for the repeal of the federal elections law. The precident's cooling off or this subject is attributed to the fact that ex-Secretary Fairchild's New York state democracy may need this profection against Tammany—Port Huron Times. J. J. Van Allen has declined the ap-pointment of minister to Italy, the com-ments of the papers were too much for him. Now let Grover pick out a states-man for the place.—Cheboygan Demo-

Jacussis, Mich., Dec. it.—Relward Hastings and Cora Good, wife of Will-ian thood, are under arrest on a charge of adultory. The complainant is the latter's historic. The guilty couple have been living together a month. Original Henry Fowler, Onekama, Samuel Russell, Hattle Creek, Original, widows, sin Amulia Perkins, Salem; Stidette Hawley, Flanders. BROKEY LOT SALE OF

These prices ought to help you out, for they are badly broken -- but you must come quick, and if we have your size you will double your money.

### Broken Lots! Broken Sizes!

White Wool Underwear-Natural Wool Underwear-Scarlet Wool Underwear, formerly sold at \$1 and \$1.25, now

## 63 CENTS A GARMENT

Heavy Mottled Gray Underwear, The best 50 cent Garment in the city.

Is Capturing the Thinking Men.

Why? Because they pass through no jobber's hands. no profit to be piled on for the consumer to put up for. They reach you nearer to actual first cost than any garment in the city. Storm Coats from \$3.75 to \$25. Our \$15, \$16, \$18 and \$25 Storm Coats are the greatest hits of the season. They'll hide you completely from the cold.



RELIABLE CLOTH 34 - 36 - 38 - MONROE - ST.

# A PIG IN A POKE

is an unwise purchase. You don't know what you are getting, whether it is big or little, fat or lean. However, you are not buying a pig in a poke when you purchase a

ROGERS



For time has proved them the best in material, the best in mode of operation, the best in durability. Every feature necessary to the perfect and easy working of a Scroll Saw will be found in the Rogers. Many . boy has laid the foundation of a substantial fortune working at a scroll saw and many a boy can do so now. Nothing delights a boy of any mechanical ability more than the gift of a scroll saw, so when thinking of Christmas do not fail to bear in mind Rogers' Scroll Saw.

